

Supplier Engagement in Action: Building Resilient, Sustainable Supply Chains



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AGENDA

1. Supplier Engagement & Sustainability
2. Ways to Engage Suppliers
3. When to Engage Suppliers
4. Questions and Discussion

Supplier Engagement & Sustainability

THE VENETIAN ARSENAL

- Founded in 1104, operated for over 400 years
- At its peak, the largest industrial complex in the pre-modern world

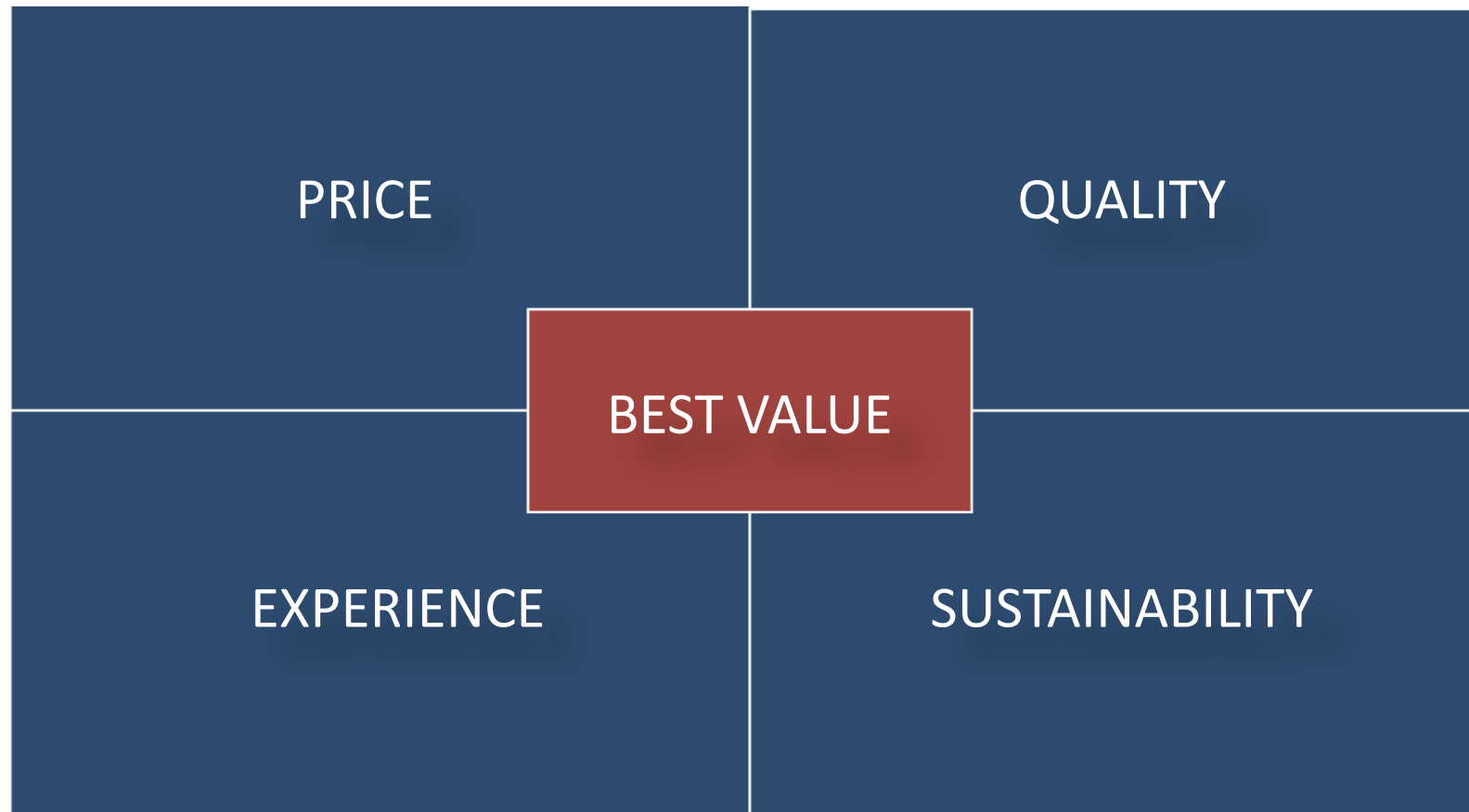


THE VENETIAN ARSENAL

- Powered Venice's dominance of Mediterranean trade and warfare
- Employed up to 16,000 workers at its height
- Could produce a fully armed warship in a single day



SUPPLIER ENGAGEMENT THEMES



BEST PRACTICE PROGRAM FRAMEWORK



STRATEGY &
ACTION PLAN



POLICY



PROCUREMENT
PROCEDURES



TRAINING &
COMMUNICATIONS



SUPPLIER
ENGAGEMENT



STAFFING &
RESOURCES



HIPO LIST



TOOLS



MEASUREMENT
& REPORTING



LEADERSHIP &
COLLABORATION

SUPPLIER ENGAGEMENT



- Communicate sustainability expectations to prospective suppliers
- Gain marketplace intelligence and build relationships
- Integrate sustainability into vendor performance management
- Collaborate for better sustainability outcomes overall

BC LOTTERY CORPORATION

- 38 Indigenous-owned businesses

“A lot of our employees, given the opportunity, would purchase things from Indigenous vendors if they knew who they were. The Indigenous Vendors Showcase is an opportunity to connect those buyers and those sellers.”

- Shane Vincenzi, Senior Manager of Indigenous Relations at BCLC.



OUR BUSINESS

BCLC hosts Indigenous-owned businesses at showcase event

December 17, 2024



TALKING WITH ANICK



Anick Cormier
Director, Procurement Policy
and Outreach



- From Service New Brunswick's perspective, what does supplier engagement mean?
- What are some of the motivations for SNB to engage with suppliers?

SUPPLIER ENGAGEMENT FRAMEWORK



WAYS TO ENGAGE SUPPLIERS



TALKING WITH ANICK



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- What are some methods SNB uses to engage suppliers?
- To what extent is sustainability included? What levels of the blue triangle does it typically address?

ATLANTIC CANADA REVERSE TRADESHOW

- October 21-22, 2025
- Moncton, New Brunswick
- 50+ buyers with displays
- 500+ attendees/supplier representatives
- Fall 2026, Nova Scotia

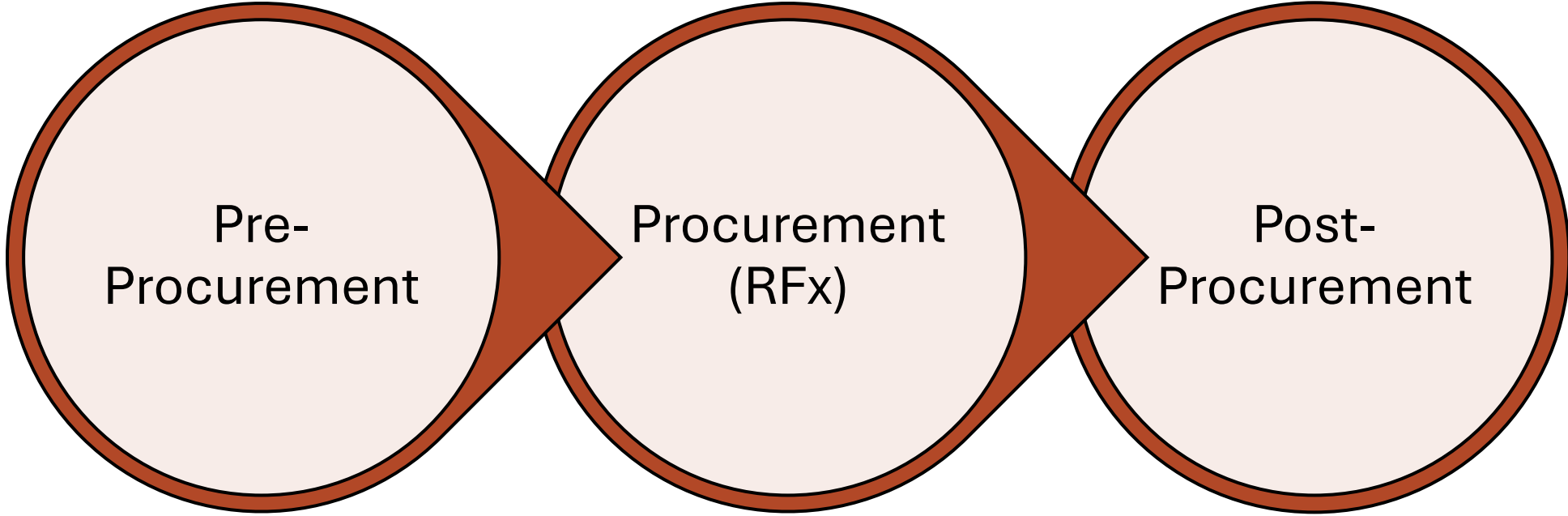


Atlantic Provinces
Reverse Trade Show



Exposition inverse des
provinces de l'Atlantique

WHEN TO ENGAGE SUPPLIERS?



Prospective Suppliers

Current Suppliers

PRE PROCUREMENT ENGAGEMENT



Inform
suppliers



Gather
information



Consult
suppliers

ENGAGEMENT ACTIVITIES

Inform Business Community

- Share information on your website
- Send info via industry associations / newsletters
- Host “Doing Business with the College” webinars
- Notify local / diverse suppliers of bid opportunities

Gather Information & Consult

- Attend or host trade-shows or industry days
- Attend or host events for Indigenous / Diverse suppliers
- Issue RFIs ahead of an upcoming procurement
- Form an Advisory Committee
- Issue a survey to the business community
- Conduct interviews with business representatives



Supplier Sustainability Expectations Guide

How suppliers can support Western University to foster sustainability.

Presented by **reeve**
CONSULTING

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POST-PROCUREMENT ENGAGEMENT



Measure
KPIs



Improve
Performance



Supplier
Recognition

ENGAGEMENT ACTIVITIES

Measurement

- Jointly set KPIs within contract (collaborate if relevant)
- Ensure progress reports are submitted
- Arrange for annual meetings and/or sustainability scorecard (VPM)

Improve Performance

- Based on annual scorecards, recommend areas of improvement
- During annual check-ins, identify joint innovation projects
- Provide training on how to meet objectives across the four pillars

Supplier Recognition

- Share success stories internally and externally
- Give awards and/or submit success stories for external awards
- Host or attend a supplier recognition event

- 20 strategic suppliers to be surveyed
- Spring 2026
- Data supports BCNET Impact Report

BCNET SUSTAINABLE PROCUREMENT: SUPPLIER INFORMATION REQUEST

What is this?

BCNET is committed to advancing sustainable procurement practices across our member institutions. As part of our Sustainable Procurement Strategy & Action Plan, we are collecting information from our key suppliers to better understand their environmental, Indigenous, social, and ethical practices.

This initiative helps us:

- Measure our collective impact
- Identify opportunities for collaboration
- Support our members in making responsible purchasing decisions
- Report transparently on progress through our first Sustainable Procurement Impact Report (May 2026)

Why are we asking you?

You have been identified as a strategic supplier to BCNET. Your responses will help us:

- Understand the sustainability maturity across our supply chain
- Highlight supplier leadership and innovation
- Identify areas where BCNET can offer support
- Ensure we are working with partners who share our commitment to responsibility

BCNET views sustainability as a material topic in our supplier relationships. We are committed to working with responsible suppliers who align with our values - and we want to help you succeed.

How to complete this form?

1. Review the questions in the survey sheet (column D)

WHO ARE STRATEGIC SUPPLIERS

Strategic Suppliers:



Long term contracts



High volume or spend



High risk/opportunity category

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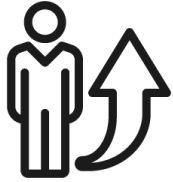


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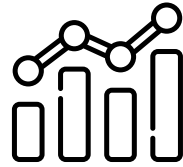


- How many suppliers are within the broader SNB portfolio and how would you segment for purposes of supplier engagement?
- Are there any data points or quantifiers that SNB uses to track supplier engagement?
- Who manages supplier engagement? The procurement department or the user department? What does the division of that responsibility look like?

BENEFITS OF SUPPLIER ENGAGEMENT



Builds capacity



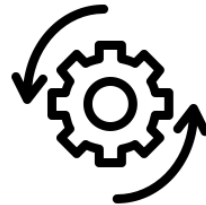
Improves measurement



Increases competition



Strengthens relationships



**Increases operational
efficiency**



Prevents legal & brand risk

Questions & Discussion